

## Message Text

PAGE 01 THESSA 00395 241402Z

43

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W  
----- 025833

R 241210Z JUN 75

FM AMCONSUL THESSALONIKI  
TO SECSTATE WASHDC 2373  
INFO AMEMBASSY ATHENS

UNCLAS THESSALONIKI 0395

E.O.11652:N/A

TAGS: BEXP, XX

SUBJECT: SPECIALIZED TRADE MISSIONS -- ADVANCE OFFICER ACTIVITIES

REF: A. STATE 140278 B. STATE A-9156

1. CONGEN VERY APPRECIATIVE OF ADVANCE OFFICER ASSISTANCE FOR APRIL 8-10 VISIT BY HOSPITAL EQUIPMENT AND SYSTEMS TRADE MISSION. MOST USEFUL WAS DETAILED AO BRIEFING FOR COMMERCIAL STAFF ON COMPOSITION AND SPECIFIC REQUIREMENTS OF MISSION. AO ALSO MADE SUCCESSFUL SERIES OF PROMOTION CALLS ON KEY PROSPECTS.

2. IF, HOWEVER, AOS INTENDED TO PLAY ACTIVE PART IN DEVELOPING SCHEDULE OF BUSINESS APPOINTMENTS (REF B), WOULD RECOMMEND THAT VISITS BE PROGRAMMED ONE WEEK-TEN DAYS BEFORE MISSION RATHER THAN 3-4 WEEKS. BASED ON EXPERIENCE OF HOSPITAL MISSION HERE, BULK OF SUBSTANTIVE WORK FALLS DURING FINAL WEEK AND KEY PROSPECTS UNABLE TO COMMIT TO SPECIFIC APPOINTMENTS AT EARILER TIME. IN ADDITION, CALLS BY AO IN FINAL WEEK WOULD ALLOW MAILING LIST RECIPIENTS OPPORTUNITY TO STUDY BROCHURES AND ELIMINATE TIME CONSUMING DESCRIPTION OF MISSION DURING AO CALLS.  
JACKSON

UNCLASSIFIED

<< END OF DOCUMENT >>

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Reference:** n/a  
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**Review Authority:** greeneet  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 FEB 2003  
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**Review Transfer Date:**  
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**To:** STATE INFO ATHENS  
**Type:** TE  
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